

Sunday, August 2, 2020 7:42 PM

Meeting Notes 8/3

- **General / Announcements**
 - Weekly Quote: There will be obstacles. There will be doubters. There will be Mistakes. But with Hard Work, there are NO limits. - Michael Phelps
 - July was an historic revenue month for company. \$14,441,600.37 in revenue. Amazing job by
- COVID Update - MD now requires masks while working out... Need to start schedule planning for Back to distance learning.
- SafeWay - See notes from meeting, Dental (separate meeting to discuss before our Friday AM call), URL / name.
- [REDACTED]
- Ashley Church (costal HR) will be here 2pm on Thursday. Mostly working with Amanda
- Tropical storm - Looks like tomorrow mid-day. Lots of wind and rain 3-5 inches. Make sure loading dock pump is on.
- Side meetings still to schedule: review last week's meeting notes
- Companywide Quarterly meeting 1 week from Wed.
 - Going to do a general update on where we are with goals and sales YTD
 - Then focus will be on a couple specifics topics
 - One being sales and one being compliance as of now.
 - VAWD push, PPE (others are transitioning to this), Credit restraints.
- Bill C issues of stirring the pot.
- **Schedules:**
 - Travis and Amanda working from home while moving today. Travis has had a stomach infection of some sort.
 - Taylor out Thursday / Friday, Jenna Friday and Holly out Friday / Monday
 - If traveling on a plane we need them to work from home for two weeks before coming back in office. Or get a negative test
 - Kenzie last day Friday. Any plans?
- **Sales / marketing -**
 - All / Other
 - inquiries through our website. Need to make sure we have a set process on who is doing what with them. - Lots of late New Customer Signup from the website later Friday
 - PPE bid for Federal Resources. Anything from Mike?
 - Going to be starting a 6 month marketing push with help from MH Media strategies.
 - Need to finalize next steps with Redmond reps and Chad / DD
 - Internal Sales / Account managers
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 - Miami / Hospital
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- **Compliance**
 - Blvd peds to get started this week
 - PDP -
- **Accounting**
 - Any issues with our first round of ACH pulls?
 - Separate meeting for HIV cash flow
 - PDP -
- **IT**
 - Sameer will be big help with ERP and other non-Cards projects. Planner, CRM.. Says he's heard great things about Acumatica
 - PDP -
- **Purchasing**
 - Pars review and next steps
 - PDP -
- **Processing**
 - Meg back in office next week part time?
 - PDP -
- **Warehouse**
 - Request refund for huge Gentek shipment that arrived late
 - PDP -
- **HR**
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